

September 2002

Make a lateral move

At Motion Concepts, we don't think it's enough for us to please some of the people, some of the time. We want each state-of-the-art seating system or accessory we create to please at least *almost* all of the people, at least *almost* all of the time.

For example, when our customers began requesting laterals, it took time for us to source out ones we liked enough to distribute. Once we did, many dealers and therapists were pleased with them. But not everyone was ... some felt they were too long, while others thought they were too short.

So, Ivan Samila, a Motion Concepts product designer with 15 years of clinical experience decided to create a new lateral — based on customer feedback — that would please everyone and solve all the major issues.

He created 2 different plate lengths (long and short), 3 different offset levels from 1" to 2", (in 1/2" increments) and 3 pad sizes (small, medium and large). He also designed an exclusive multi rail system so clients of all shapes and sizes could precisely adjust the vertical position of the lateral.

And, since Ivan was already creating new laterals, he decided to solve other concerns as well, such as ensuring they were suitable for recline systems with ESR and didn't interfere with arms to create difficult transfers.

Now, in just a short time, we're proud to present our all new swing-away laterals. These laterals provide clients with superior upper body support in a sturdy and comfortable lateral that swings completely out of the way — with no obstructions. Even with the laterals closed, the armrests can still flip back.

Up our sleeve

Our laterals also feature a protective neoprene sleeve, and an extra short throw, which secures the lateral tightly to the back for a better fit. Plus, they're made from ultra soft, curved cushion padding. So you get a lateral that's comfortable, practical, versatile and looks great too!

Check out our amazing new laterals today. We think you'll agree it **is** possible to please *almost* all of the people, *almost* all of the time.

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2 plate lengths (long and short)

3 pad sizes (S, M & L)

3 offsets (1", 1-1/2" and 2") shown with neoprene sleeve for extra protection



Laterals swing completely away to allow armrest to flip back for un-obstructed transfers

Multi rail offers precise vertical adjustability positions